

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 NEA-09 ISO-00 COME-00 /023 W

----- 126256

R 210729Z FEB 75

FM AMEMBASSY MBABANE

TO AMEMBASSY ACCRA

INFO SECSTATE WASHDC 7620

AMEMBASSY ABIDJAN

AMEMBASSY LAGOS

AMEMBASSY NAIROBI

AMCONSUL CASABLANCA

AMCONSUL JOHANNESBURG

UNCLAS MBABANE 0324

FROM RCAA WHITMAN

COMMERCE FOR COHEN

E.O. 11652: N/A

TAGS: BEXP, EAIR, BTRA, GH

SUBJECT: LOCKHEED VISIT GHANA

REFS: A. ACCRA 1047; B. JOHANNESBURG 0185, PARA 4

1. RCAA SINCERELY REGRETS MISUNDERSTANDING CAUSED BY CHARACTERIZATION OF GHANA'S ECONOMY BEING IN "EXTREMELY POOR CONDITION." THIS DESIGNATION PURELY RELATIVE AS APPLICABLE TO AND IN CONTEXT OF CAPABILITY OF GHANA, ASSUMING IT HAD VALID REQUIREMENT, TO FINANCE PURCHASE 25 MILLION DOLLAR PLUS PRICE L-1011 PER COPY. DESCRIPTION ALSO INTENDED IN CONTEXT AS COMPARATIVE TO KNOWN CAPABILITY NIGERIA, ABIDJAN (AIR AFRIQUE) AND SOUTH AFRICA FINANCE PURCHASE MORE THAN ONE WIDE-BODY. RCAA HAS NOT NOR NEVER HAS HAD ANY INTENTION OR DESIRE ENGAGE IN "ECONOMIC REPORTING" ANY ONE OF FORTY-ONE COUNTRIES FOR WHICH HE RESPONSIBLE EXCEPT REPEAT EXCEPT IN CIVIL AVIATION AREA WHEREIN RCAA, AS DIRECTED BY DEPARTMENT, RESPONSIBLE FOR ADVISING AMERICAN AEROSPACE FIRMS OF UNCLASSIFIED

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EXPORT SALES OPPORTUNITIES, OR LACK THERE OF, IN EACH

COUNTRY.

2. FYI. ALTHOUGH RCAA DOES NOT HAVE HIS GHANA FILE WITH HIM, HE POSITIVE RECORD WILL SHOW HE HAS VISITED GHANA MINIMUM ONCE EACH YEAR SINCE 1966. EMBASSY ACCRA COMMENDED RCAA AND EXPRESSED APPRECIATION FOR HIS ASSISTANCE TO EMBASSY DURING FY '74. END FYI.

3. SEPTEMBER 1974 RCAA LANDED ACCRA ON BOARD DEMONSTRATION FLIGHT LOCKHEED L-1011, "TRISTAR" AND ATTENDED DISCUSSIONS LOCKHEED EXECUTIVES AND GHANA AIRWAYS AND GOG OFFICIALS AT AIRPORT RECEPTION AND DURING DEMONSTRATION FLIGHT. RCAA ALSO PERSONALLY DISCUSSED GHANIAN CIVAIR MATTERS WITH OFFICIALS GOG DIRECTORATE OF CIVIL AVIATION. RCAA HAD ANTICIPATED MEETING WITH EMBASSY ECONOMIC OFFICERS OR SOME OTHER EMBASSY REPRESENTATIVE TO DISCUSS EMBASSY VIEWS ECONOMIC SITUATION GHANA RE PURCHASE L-1011. UNFORTUNATELY RCAA, AIDED BY LOCKHEED QUOTE ADVANCE MAN UNQUOTE, UNSUCCESSFUL IN SEARCH FOR EMBASSY OFFICER AT RECEPTION AND ON DEMONSTRATION FLIGHT. FURTHER, DUE TELEPHONE MALFUNCTION AIRPORT VIP CHALET, RCAA UNABLE COMMUNICATE WITH EMBASSY DURING PERIOD RECEPTION AND DEMONSTRATION FLIGHT.
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